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POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES (Short Tons K2O)

AGRICULTURAL STATE	NOV 1986	NOV 1985	JUL-NOV 1986/87	JUL-NOV 1985/86
AL Alabama	3,847	8,577	23,312	35,155
AK Alaska	0	0	727	0
AZ Arizona	94	27	517	120
AR Arkansas	1,951	2,404	8,198	11,794
CA California	6,988	4,877	23,817	20,531
CO Colorado	714	170	1,782	1,066
CT Connecticut	152	74	1,028	1,003
DE Delaware	2,967	119	7,985	5,470
FL Florida	8,486	12,987	41,102	47,104
GA Georgia	10,834	11,427	35,115	49,777
HI Hawaii	427	600	2,868	2,890
ID Idaho	2,204	1,300	9,014	7,997
IL Illinois	36,262	36,041	262,615	344,297
IN Indiana	21,406	15,540	123,500	152,559
IA Iowa	26,671	17,453	143,654	177,455
KS Kansas	567	1,886	8,937	12,996
KY Kentucky	1,991	3,402	34,744	32,261
LA Louisiana	12,066	990	23,398	10,830
ME Maine	0	241	383	1,198
MD Maryland	1,165	1,103	7,536	4,842
MA Massachusetts	32	181	1,204	1,347
MI Michigan	7,897	1,919	50,516	87,852
MN Minnesota	41,246	16,698	115,764	99,388
MS Mississippi	876	1,041	4,066	5,730
MO Missouri	17,349	2,462	80,257	69,368
MT Montana	636	643	3,540	2,817
NE Nebraska	1,723	1,600	4,337	6,855
NV Nevada	0	0	27	0
NH New Hampshire	0	0	127	198
NJ New Jersey	150	311	2,687	2,140
NM New Mexico	150	108	1,622	1,959
NY New York	14,123	2,079	23,080	15,024
NC North Carolina	8,167	2,496	19,836	29,742
ND North Dakota	1,976	672	7,800	6,746
OH Ohio	12,129	10,355	161,342	182,078
OK Oklahoma	373	333	7,411	7,734
OR Oregon	2,624	1,837	9,426	6,829
PA Pennsylvania	2,706	6,169	16,154	20,006
RI Rhode Island	0	122	238	554
SC South Carolina	1,997	8,447	22,187	22,653
SD South Dakota	660	363	1,900	1,830
TN Tennessee	2,249	10,852	22,058	43,067
TX Texas	6,050	6,680	39,114	43,070
UT Utah	(2,235)	3,028	951	7,126
VT Vermont	66	98	876	1,312
VA Virginia	717	1,522	6,352	28,056
WA Washington	3,476	3,335	10,230	11,293
WV West Virginia	114	0	439	726
WI Wisconsin	19,796	12,880	86,771	90,439
WY Wyoming	49	120	330	461
TOTAL U.S.:	283,888	215,569	1,460,874	1,715,745
CANADA				
AB Alberta	734	752	4,987	5,606
BC Brit. Columbia	24	(1,359)	6,716	607
MB Manitoba	1,350	1,475	6,419	4,899
NB New Brunswick	137	0	2,317	14
NF Newfoundland	0	[illegible]	0	249
NS Nova Scotia	60	0	601	1,347
ON Ontario	878	10,755	33,596	63,484
PE Pr.Edward Isle	0	0	2,245	(304)
PQ Quebec	2,121	8,004	18,870	53,038
SK Saskatchewan	520	244	2,834	1,905
TOTAL CAN:	5,824	20,012	78,585	130,845
EXPORT SALES:	239,677	168,286	1,364,483	967,591
TOTAL AG SALES	529,389	403,867	2,903,942	2,814,181
Non-Ag U.S.	35,665	31,192	147,020	161,819
Canada	996	2,229	6,133	11,396
Exports	15,257	7,684	31,381	37,644
TOTAL NON-AG	51,918	41,105	184,534	210,859
GRAND TOTAL.....	581,307	444,972	3,088,476	3,025,040

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

NOVEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,648	1,202	817	0	180	3,847
AK Alaska	0	0	0	0	0	0
AZ Arizona	26	0	16	0	52	94
AR Arkansas	0	0	1,917	0	34	1,951
CA California	2,412	3,151	375	13	1,037	6,988
CO Colorado	249	0	465	0	0	714
CT Connecticut	0	60	43	0	49	152
DE Delaware	0	0	2,967	0	0	2,967
FL Florida	2,865	1,588	680	647	2,706	8,486
GA Georgia	1,853	938	1,875	5,683	485	10,834
HI Hawaii	0	354	16	0	57	427
ID Idaho	165	740	1,290	9	0	2,204
IL Illinois	1,838	26,754	3,494	4,112	64	36,262
IN Indiana	737	17,183	2,579	874	33	21,406
IA Iowa	321	15,358	8,927	2,030	35	26,671
KS Kansas	189	30	188	122	38	567
KY Kentucky	13	1,596	100	125	157	1,991
LA Louisiana	2,785	2,681	6,552	41	7	12,066
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	1,013	152	0	1,165
MA Massachusetts	0	0	32	0	0	32
MI Michigan	39	6,222	1,411	201	24	7,897
MN Minnesota	47	9,765	30,481	731	222	41,246
MS Mississippi	0	860	0	0	16	876
MO Missouri	0	1,631	15,074	621	23	17,349
MT Montana	0	0	611	19	6	636
NE Nebraska	114	123	897	383	206	1,723
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	48	0	13	89	150
NM New Mexico	26	0	60	0	64	150
NY New York	222	10,775	3,073	13	40	14,123
NC North Carolina	120	553	6,976	294	224	8,167
ND North Dakota	0	15	1,961	0	0	1,976
OH Ohio	335	3,024	8,473	220	77	12,129
OK Oklahoma	15	58	264	0	36	373
OR Oregon	45	230	2,246	80	23	2,624
PA Pennsylvania	16	121	2,305	181	83	2,706
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	899	198	422	373	105	1,997
SD South Dakota	0	173	487	0	0	660
TN Tennessee	0	719	1,530	0	0	2,249
TX Texas	2,583	1,383	1,563	282	239	6,050
UT Utah	(2,404)	0	166	0	3	(2,235)
VT Vermont	0	0	66	0	0	66
VA Virginia	60	0	329	218	110	717
WA Washington	156	384	2,711	203	22	3,476
WV West Virginia	0	92	0	22	0	114
WI Wisconsin	1,099	9,956	8,326	381	34	19,796
WY Wyoming	17	15	0	0	17	49
TOTAL U.S.:	18,490	117,980	122,778	18,043	6,597	283,888
CANADA						
AB Alberta	0	21	660	53	0	734
BC Brit. Columbia	0	0	24	0	0	24
MB Manitoba	8	689	653	0	0	1,350
NB New Brunswick	0	55	82	0	0	137
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	60	0	0	60
ON Ontario	13	726	64	174	(99)	878
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	428	544	0	1,149	2,121
SK Saskatchewan	156	0	349	15	0	520
TOTAL CAN:	177	1,919	2,436	242	1,050	5,824
*EXPORT SALES:	108,358	37,062	76,239	10,017	8,001	239,677
TOTAL AG SALES	127,025	156,961	201,453	28,302	15,648	529,389
NON-AG U.S.	24,105			11,560		35,665
NON-AG CANADA	629	-	-	367	-	996
*NON-AG EXPORTS	247	-	-	15,010	-	15,257
TOTAL NON-AG:	24,981	0	0	26,937	0	51,918
GRAND TOTAL	152,006	156,961	201,453	55,239	15,648	581,307

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

NOVEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	27	0	3,807	0	0	3,834
Brazil	4,910	30,424	57,800	0	822	93,956
China	40,997	0	0	0	0	40,997
Columbia	4,616	0	0	0	0	4,616
Costa Rica	0	0	0	0	485	485
Dom. Republic	0	0	1,970	0	88	2,058
Ecuador	0	0	1,805	0	0	1,805
Guatemala	0	0	3,353	0	0	3,353
India	21,101	0	0	3,443	0	24,544
Japan	14,408	6,638	6,170	6,574	0	33,790
Korea	13,381	0	0	0	0	13,381
Malaysia	1,358	0	0	0	444	1,802
Mexico	377	0	0	0	39	416
New Zealand	7,183	0	0	0	0	7,183
Philippines	0	0	0	0	6,013	6,013
Puerto Rico	0	0	0	0	110	110
Venezuela	0	0	1,334	0	0	1,334
TOTAL AG:	108,358	37,062	76,239	10,017	8,001	239,677
NON-AGRICULTURAL						
Italy	0	-	-	7,637	0	7,637
Japan	63	-	-	7,301	0	7,364
Korea	63	-	-	0	0	63
Mexico	108	-	-	72	0	180
Pakistan	13	-	-	0	0	13
TOTAL NON-AG:	247	-	-	15,010	0	15,257
TOTAL EXPORTS:	108,605	37,062	76,239	25,027	8,001	254,934

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

NOVEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	1,648	979	817	0	3,444
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	671	0	671
CA California	13	0	25	13	51
CO Colorado	0	0	44	0	44
CT Connecticut	0	60	43	0	103
DE Delaware	0	0	2,967	0	2,967
FL Florida	2,827	1,588	680	647	5,742
GA Georgia	1,537	938	1,789	5,683	9,947
HI Hawaii	0	0	16	0	16
ID Idaho	0	121	493	9	623
IL Illinois	1,838	26,754	2,055	4,112	34,759
IN Indiana	737	17,183	2,579	874	21,373
IA Iowa	321	15,358	8,801	2,030	26,510
KS Kansas	0	0	0	63	63
KY Kentucky	13	1,596	100	125	1,834
LA Louisiana	2,785	2,681	5,163	41	10.670
ME Maine	0	0	0	0	0
MD Maryland	0	0	1,013	152	1,165
MA Massachusetts	0	0	32	0	32
MI Michigan	39	6,222	1,411	201	7,873
MN Minnesota	47	9,765	30,481	731	41,024
MS Mississippi	0	860	0	0	860
MO Missouri	0	1,602	8,452	573	10,627
MT Montana	0	0	611	19	630
NE Nebraska	0	123	617	383	1,123
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	48	0	13	61
NM New Mexico	0	0	0	0	0
NY New York	222	10,775	3,073	13	14,083
NC North Carolina	0	553	6,976	294	7,823
ND North Dakota	0	15	1,961	0	1,976
OH Ohio	335	3,024	8,473	220	12,052
OK Oklahoma	0	58	0	0	58
OR Oregon	0	142	2,035	80	2,257
PA Pennsylvania	0	121	1,398	181	1,700
RI Rhode Island	0	0	0	0	0
SC South Carolina	303	198	422	373	1,296
SD South Dakota	0	173	487	0	660
TN Tennessee	0	719	1,530	0	2,249
TX Texas	0	0	13	0	13
UT Utah	(2,411)	0	0	0	(2,411)
VT Vermont	0	0	66	0	66
VA Virginia	60	0	329	218	607
WA Washington	34	384	2,711	203	3,332
WV West Virginia	0	92	0	22	114
WI Wisconsin	1,099	9,956	8,326	381	19,762
WY Wyoming	0	15	0	0	15
TOTAL U.S.:	11,447	112,103	106,660	17,654	247,864
CANADA					
AB Alberta	0	21	660	53	734
BC Brit. Columbia	0	0	24	0	24
MB Manitoba	8	689	653	0	1,350
NB New Brunswick	0	55	82	0	137
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	60	0	60
ON Ontario	13	726	64	174	977
PE Pr.Edward Isle	0	0	0	0	0
PQ Quebec	0	428	544	0	972
SK Saskatchewan	156	0	349	15	520
TOTAL CAN:	177	1,919	2,436	242	4,774
*EXPORT SALES:	97,873	34,750	41,245	10,017	183,885
TOTAL AG SALES	109,497	148,772	150,341	27,913	436,523
NON-AG U.S.	15,199	-	-	10,211	25,410
NON-AG CANADA	629	-	-	332	961
*NON-AG EXPORTS	139	-	-	14,938	15,077
TOTAL NON-AG:	15,967	0	0	25,481	41,448
GRAND TOTAL	125,464	148,772	150,341	53,394	477,971

*Exports listed on reverse.

[illegible] & [illegible]

EXPORT SALES - CANADIAN [illegible]

NOVEMBER, [illegible]

AGRICULTURAL	STANDARD	COARSE	CANOLA	SPECIAL	TOTAL
Australia	27	0	3,807	0	[illegible]
Brazil	4,910	28,112	27,915	0	60,937
China	40,997	0	0	0	40,997
Columbia	4,616	0	0	0	4,616
Guatemala	0	0	3,353	0	3,353
India	21,101	0	0	3,443	24,544
Japan	7,799	6,638	6,170	6,574	27,181
Korea	13,381	0	0	0	13,381
Malaysia	1,358	0	0	0	1,358
New Zealand	3,684	0	0	0	3,684
TOTAL AG:	97,873	34,750	41,245	10,017	183,885
NON-AGRICULTURAL					
Italy	0	-	-	7,637	7,637
Japan	63	-	-	7,301	7,364
Korea	63	-	-	0	63
Pakistan	13	-	-	0	13
TOTAL NON-AG:	139	-	-	14,938	15,077
TOTAL EXPORTS:	98,012	34,750	41,245	24,955	198,962

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

NOVEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	223	0	0	180	403
AK Alaska	0	0	0	0	0	0
AZ Arizona	26	0	16	0	52	94
AR Arkansas	0	0	1,246	0	34	1,280
CA California	2,399	3,151	350	0	1,037	6,937
CO Colorado	249	0	421	0	0	670
CT Connecticut	0	0	0	0	49	49
DE Delaware	0	0	0	0	0	0
FL Florida	38	0	0	0	2,706	2,744
GA Georgia	316	0	86	0	485	887
HI Hawaii	0	354	0	0	57	411
ID Idaho	165	619	797	0	0	1,581
IL Illinois	0	0	1,439	0	64	1,503
IN Indiana	0	0	0	0	33	33
IA Iowa	0	0	126	0	35	161
KS Kansas	189	30	188	59	38	504
KY Kentucky	0	0	0	0	157	157
LA Louisiana	0	0	1,389	0	7	1,396
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	0	0	0	24	24
MN Minnesota	0	0	0	0	222	222
MS Mississippi	0	0	0	0	16	16
MO Missouri	0	29	6,622	48	23	6,722
MT Montana	0	0	0	0	6	6
NE Nebraska	114	0	280	0	206	600
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	89	89
NM New Mexico	26	0	60	0	64	150
NY New York	0	0	0	0	40	40
NC North Carolina	120	0	0	0	224	344
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	77	77
OK Oklahoma	15	0	264	0	36	315
OR Oregon	45	88	211	0	23	367
PA Pennsylvania	16	0	907	0	83	1,006
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	596	0	0	0	105	701
SD South Dakota	0	0	0	0	0	0
TN Tennessee	0	0	0	0	0	0
TX Texas	2,583	1,383	1,550	282	239	6,037
UT Utah	7	0	166	0	3	176
VT Vermont	0	0	0	0	0	0
VA Virginia	0	0	0	0	110	110
WA Washington	122	0	0	0	22	144
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	34	34
WY Wyoming	17	0	0	0	17	34
TOTAL U.S.:	7,043	5,877	16,118	389	6,597	36,024
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	(99)	(99)
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	1,149	1,149
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	1,050	1,050
*EXPORT SALES:	10,485	2,312	34,994	0	8,001	55,792
TOTAL AG SALES	17,528	8,189	51,112	389	15,648	92,866
NON-AG U.S.	8,906	-	-	1,349	0	10,255
NON-AG CANADA	0	-	-	35	0	35
*NON-AG EXPORTS	108	-	-	72	0	180
TOTAL NON-AG	9,014	0	0	1,456	0	10,470
GRAND TOTAL.....	26,542	8,189	51,112	1,845	15,648	103,336

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - U. S. PRODUCTS (Short Tons)

NOVEMBER, 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Brazil	0	2,312	29,885	0	822	33,019
Costa Rica	0	0	0	0	485	485
Dom. Republic	0	0	1,970	0	88	2,058
Ecuador	0	0	1,805	0	0	1,805
Japan	6,609	0	0	0	0	6,609
Malaysia	0	0	0	0	444	444
Mexico	377	0	0	0	39	416
New Zealand	3,499	0	0	0	0	3,499
Philippines	0	0	0	0	6,013	6,013
Puerto Rico	0	0	0	0	110	110
Venezuela	0	0	1,334	0	0	1,334
TOTAL AG:	10,485	2,312	34,994	0	8,001	55,792
NON-AGRICULTURAL						
Mexico	108	-	-	72	0	180
TOTAL NON-AG:	108	-	-	72	0	180
TOTAL EXPORTS:	10,593	2,312	34,994	72	8,001	55,972